

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY JAKARTA PRIORITY

UNCLAS STATE 265915

E.O. 11652: N/A

TAGS: BEXP, ID

SUBJECT: MAJOR PROJECT, SUGAR MILL CONSTRUCTION

REF: JAKARTA 14462

1. MAJOR PROJECTS USDOC DISCUSSED REFTTEL TODAY WITH SEVERAL U.S. MANUFACTURERS OF SUGAR MILL EQUIPMENT. FULTON IRON WORKS, PRESIDENT HAROLD MILLER EXPRESSED INTEREST, WILL CABLE TO ANDARIA TO THAT EFFECT BUT WISHES WAIT RECEIPT OF TEXT OF LOEBIS' TELEX TO EUROPEAN FIRMS BEFORE COMMITTING TO RESPOND TO LOEBIS REQUEST FOR EXPRESSION OF INTEREST. MAJOR PROJECTS AIR MAILED TODAY THE TEXT OF LOEBIS' TELEX TO FULTON AND OTHER FIRMS DISCUSSED BELOW.

2. C.F.&I ENGINEERING VICE PRESIDENT RAY HAMMOND CONSIDERING MATTER WILL LET US KNOW SOON.

3. WALLACE INDUSTRIAL CONSTRUCTERS, PRESIDENT, L.C. CUNNINGHAM SOUNDED VERY INTERESTED SAID HE IS PRIME CONTRACTOR DOES STEEL AND PIPE FABRICATION AND TOTAL PROCUREMENT FOR OTHER EQUIPMENT.

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4. ALSO HAVE CALLS IN TO CAMECO (CANE MACHINERY AND ENGINEERING), FARRELL CORPORATION. WILL REPORT WHEN E HEAR MORE.

5. TO MAKE IT EASIER TO GET A PACKAGE TOGETHER, MAJOR PROJECTS HAS DISSEMINATED REFTEL INFO TO OTHER MAJOR EQUIPMENT PRODUCERS AND TO ENGINEERS SO THEY WILL KNOW WHAT TO EXPECT WHEN CONTACTED FOR THEIR PORTION OF PACKAGE.

6. WOULD APPRECIATE EMBASSY ASSESSMENT OF VALUE OF USG

REPRESENTATIVE TRAVELING TO JAKARTA FROM WASHINGTON WITH U.S. TEAM TO PRESENT PROPOSAL. COULD AND SHOULD EMBASSY ARRANGE MEETINGS WITH DECISION MAKERS? INDUSTRY NECESSARILY SELECTIVE IN DETERMINING WHICH OPPORTUNITIES TO FOLLOW DUE TO PRESSURE TO INCREASE WORLDWIDE SUGAR PRODUCTION. IF WE CAN DETERMINE ADDITIONAL WAYS TO BRIGHTEN OUTLOOK FOR U.S. PARTICIPATION, WE INCREASE LIKELIHOOD OF U.S. PROPOSAL. KISSINGER

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*** Current Classification *** UNCLASSIFIED

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